

NEVADA REAL ESTATE COMMISSION  
CONTINUING EDUCATION WORK GROUP  
MARCH 8, 2010

**March 8, 2010**  
**Bradley Building**  
**2501 E. Sahara Ave**  
**Suite 303**  
**Las Vegas, Nevada 89104**

**March 8, 2010**  
**Nevada Association of Realtors**  
**760 Margrave Dr.**  
**Suite 200**  
**Reno, Nevada 89502**

**MINUTES**

Chairman Soozi Jones Walker called the meeting to order at 2 p.m.

**1. COMMISSION/DIVISION BUSINESS**

**A) Introduction of Task Force members.**

In Las Vegas: Soozi Jones Walker, Devin Reiss. Division staff: Safia Anwari, Education/Information Officer-Ex Officio member; Linda Pierson, Commission Coordinator.

Via telephone: Deonne Contine, Commission Counsel; Teresa McKee, Janice Copple, Amy Lessinger.

Kathryn Bovard was unable to participate at this meeting.

**B) Discussion and possible action regarding defining purpose, scope and mission of Work Group.**

Ms. Jones Walker stated that Real Estate Commission President Gurr asked the work group to bring recommendations to the Commission regarding education requirements relative to the upcoming four year license renewals.

**C) Discussion and possible action including but not limited to:**

**1. Other US jurisdiction's laws regarding required continuing education credits;**

Discussion ensued regarding a handout distributed to the members showing education requirements of other states which have four year licensing.

Ms. Jones Walker stated that she had spoken with brokers in Arizona, and that their biggest problem was getting the system up and running which with two staggered 24-month renewal periods, sometimes caused problems with license suspensions and making sure the individual is not practicing.

**2. Post-Licensing vs. Renewal hours required and when**

- Ms. Copple stated that there had been talk of doubling credits from 30 to 60 for post-licensing, but that would require providers to write new classes.
- Ms. McKee stated that NVAR had an education workshop which provided the following discussion/recommendations:
  - Post-licensing: doubling the number of classes would be prohibitively expensive for the providers to create a whole new year of classes.  
Recommendation: First year post-licensing agents take the required 30 hours as usual, then in the second year they take the required courses of Agency, Contracts, Ethics, Law, with no General credit courses, for a total of 12 hours for the second year.
  - Renewal: Nevada Law classes important due to changes every two years.

- Discussed renewal notices for licensees, should they be sent or should licensees keep track themselves? What about brokers? If brokers are suspended it affects everyone in the office.
- Mr. Reiss – Regarding renewals, hours needed would double from 24 to 48, with Nevada Law being taken every two years.
  - Would credits be turned in every two years or every four years?
  - What happens if credits are not turned in?
  - If they are being turned in, can they be recorded and maintained at the Division.
- Ms. Lessinger stated that we must be careful not to create a system in which practitioners can wait until the very end of a four year cycle to get the credits they need. She is in favor of updates on the statutory changes every two years. Regarding the management of tracking licensee courses, NAR has a quadrennial requirement for their Code of Ethics, and maybe the work group would want to look at that as an example of managing the credits.
- Ms. Jones Walker stated that the initial 30-hour post-licensing courses should be completed in the first year. In the second year they should take an additional 12 hours of the core required courses.
- What changes every two years:
  - Contracts
  - Disclosures
  - Property Management
  - Agency
  - Regulatory
  - Ethics
  - Forms
  - Law
- Online vs. live courses
  - Post-licensing – live or online? Or mixture of both.
    - Ms. Lessinger – important to have some live courses
    - Ms. Copple – proponent of live courses
    - Mr. Reiss – agrees that first 30-hours should be live.
    - Ms. McKee – agrees
    - Second year of 12 credits
      - Ms. McKee – all live would be better
      - Ms. Lessinger – agrees
      - Ms. Copple – agrees
      - Mr. Reiss – agrees, but would support a blend of live and online
      - Ms. Jones Walker agrees. What about rural licensees? Already taking first year live; only change from current would be live classes for second year
    - Ms. Contine suggested that this topic be a specific item on the next agenda for further discussion.

### **3. Impact of recommendations on Real Estate Division Staff and ability to manage.**

Ms. Copple asked if everything is up and running for online renewal. Ms. Jones Walker stated that is not known at this time.

Ms. McKee suggested asking Division staff about the impact regarding sending out renewal notices, etc. Mr. Reiss stated that he would like to know what is the correlation right now between the license renewal process in general and the continuing education tracking process in general?

Ms. Jones Walker stated for the next agenda, have a specific about staff attending the meeting to discuss these issues.

**D) Discussion and possible action regarding issues that may require changes to Nevada Revised Statutes (NRS) and Nevada Administrative Code (NAC).**

Ms. Jones Walker - If the decision is to split education requirements between live and online courses, it would require a change to the NAC, and that the group will need to take a close look at it at the next meeting. Also, changes to post-licensing would require Regulatory changes.

**E) Discussion and possible action regarding recommendations to the Real Estate Commission.**

Ms. McKee suggested requiring e-mail addresses from licensees for sending renewal notices. Ms. Anwari stated that once renewals go online, e-mails will be required.

Ms. Anwari suggested that Susan Clark, Licensing Manager, would be able to answer questions about the online renewals, and suspensions and reinstatements related to continuing education tracking.

General discussion ensued.

**F) Discussion and possible action regarding date, time, place and agenda items for upcoming meetings.**

No other items added.

## **2. PUBLIC COMMENT**

In Las Vegas – J.C. Arens, Arens and Arens, Inc.

Mr. Arens gave the following suggestions/comments:

- Look at the effectiveness of the continuing education in the post-licensing classes, could have an impact on the decision of how to adjust the continuing education on post-licensing requirements.
- If 30 hours is good for first time renewal, there is no reason to double the post-licensing continuing education. Likes 30 hours plus 12 in core courses for the first renewal.
- Is there a time frame when education providers have to start uploading the spreadsheet for class attendees? Once programming is put in place, it will be possible to track the continuing education. Licensees will be able to go online and look at what is needed.
- Could a first time licensee be noted in the system as a conditional license based on 30 hours in the first year; after that 30 hours is uploaded into the system the license would then go to a two year where the renewal would come into play, the licensees would have to complete whatever the requirements are, which could be tracked by the computer.
- Regarding core courses, the work group might want to consider a separate disclosures category.
- In "What Every Licensee Should Know" course, the Division could put in the guidelines that are essential for licensees to have, and possibly require the course to be taken every two years.
- Guidelines for core courses and broker management, property managers, etc., are already implemented, the decision now is to determine how much more continuing education or core courses would be required.
- The law says that post-licensing must be taken live unless a hardship can be shown. The problem is that there are no online providers for post-licensing courses. Agents today have to take live courses, and not many providers would be motivated to write an online course for only a few people.

- Regarding the time it takes to complete an online course, it depends on the level of expertise of the student. The feedback from our courses is that people like taking live courses.
- Agent's use of e-mails – not a good idea to mandate agents to provide an e-mail address, but education providers would likely be sending out notices for people whose licenses are about to expire, and this could benefit the license renewal reminders.
- Many agents have not read the contracts or forms before they are working with a client, so there may be a need to take the education in this area to a higher standard. May want to consider including in the contracts class forms and disclosures.
- Required to turn in an evaluation on the courses; have 3 types of people who are filling out the forms – those who fill out the all good; some who don't want to be there in the first place and the evaluation will often be sour grapes; others who want to provide valuable input. Wonders how valuable the evaluations are for the Division. Could probably dispense with them and find another way to get feedback on the classes.

Wendy DiVecchio – GLVAR

- The Excel spreadsheets for classes have to be submitted within 10 business days.
- NAR tracks the quadrennial: all associations have to provide NAR with a list of everybody taking the test; goes by an honorary system with the Associations. It's up to the Association to track in their system; it's then provided to NAR, and at the end of the four year cycle whoever has not taken the quadrennial is suspended by the Associations.
- Leave the education at 24 hours every two years.
- Online classes should be limited but not done away with completely.
- Post-licensing needs to remain in the classroom since these are new agents.
- Leave post-licensing requirements at 30 hours for the first year and add 12 hours for the second year.

J.C. Arens – stated that he agrees with Ms. DiVecchio's comments regarding online education, and suggests that the ratio between live and online should be 50-50.

### **3. ADJOURNMENT**

Meeting adjourned at 3:45 p.m.